

Redefining Ingenuity™

Successful HBCUs/MSIs in the Government Contracting Arena

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SAIC
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Mentor Protégé Business Support Activities

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- **Financial Management & Reporting**
 - Cost Accounting Standards;
 - Certification of Costs Laws (TINA, CAS...); Indirect Cost Breakouts (Overhead, G&A...)
- **New Business Opportunities**
 - Capture Management, Prime Proposal Development, Pricing Strategy
- **Program Management**
 - Program Management Professional (PMP), Project Control Methodologies
- **Marketing**
 - Business Development, Branding, Marketing Materials
- **Human Resources**
 - Service Contract Act, Labor Laws, Mandatory Recordkeeping, Fair Labor Standards Act
- **Federal Contracting Rules & Policies**
 - One on One Discussions plus classroom training on Procurement Integrity Act, Ethics & Integrity, Conflict of Interest, Contract Formulation, Price Analysis, Federal Acquisition Regulations, Proposal Development

What Made Your Agreement Successful?

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- Oakwood University was NASA's FIRST Historically Black College and University(HBCU) to be accepted into NASA's Mentor-Protégé Program with SAIC as its' Mentor!
- Over the three year period, numerous faculty and staff took advantage of the SAIC University on-line courses.
- Community Involvement and Support
- The Office of Sponsored Programs Department received certificates in the Federal Contract Training workshops plus training in Service Contract Act, and RFP Analysis and Proposal development, and Six-Sigma Training.
- In 2011, through the Mentor-Protégé relationship, Oakwood University received the distinguished ISO9001-2000 Certification.
- One of the greatest benefits have been the opportunity for our students to receive internships. Through this program more than 100 Students worked with SAIC
- Full employment opportunities have been offered to some of the students.

What Made Your Agreement Successful?

- Development of a new Partner supporting our NASA Customer
- Ability to bring in new talent from a local University
- Addition of a newly educated workforce capable of bringing in innovation and creativity to SAIC and our customers
- Created a new business partner capable of becoming a prime contractor and subcontractor on other programs.
- The addition of Oakwood University to SAIC's UNITEs Team allowed for the expansion of work into other NASA programs including NICS, EAST, Safety Assurance.

Lessons Learned

- Make the process of the Mentor-Protégé Program a priority within both organizations
- Take advantage of the opportunities the Mentor offers the HBCU
- Always Remember...An HBCU is NOT a normal small business!
- A HBCU is a Educational Institution first, a business second!
- A cultural change within the University must take place for success.
- Change must begin, and be led with, the heads of the College/University.
- Grants and Federal Contacts are NOT the same.
- Successful Contracts will occur only if a designated contract office in the University is in place with personnel that have specialized training.
- “Sponsored Programs Office” can be the right office.
- Plan for new business opportunities together
- Business Functional Support is needed as part of the cultural change – All Business Offices!
- COMMUNICATION - Meet often with Faculty and Leadership.